

Novatti

ACBNEWS Fintech Investment Forum

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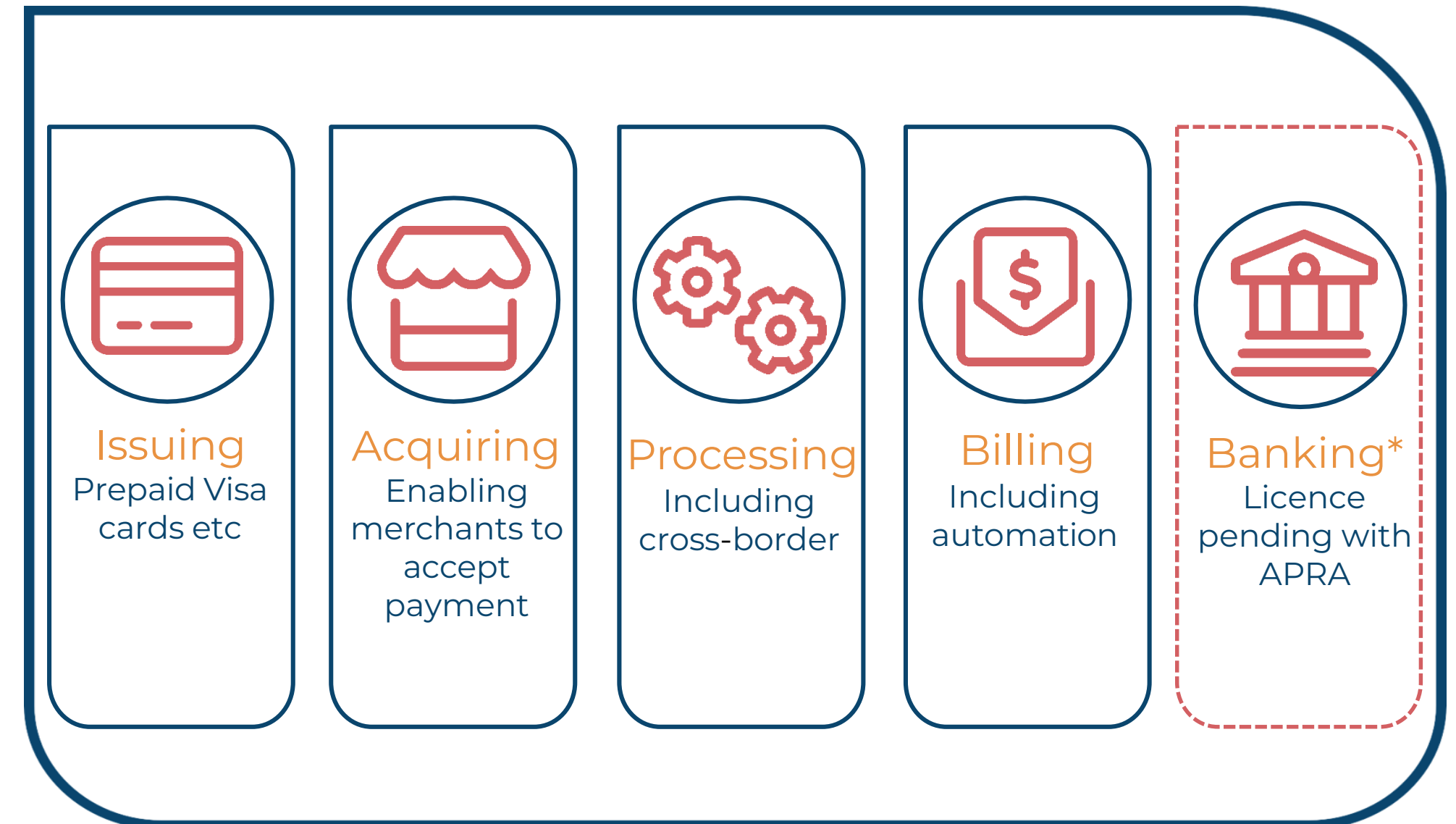
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Making payments easy

Novatti

- Novatti provides businesses with everything they need to **pay and be paid**
- Focus on mobility through technology – using any device, anywhere
- Cover the complete payments value chain – from issuing payment cards to banking services*

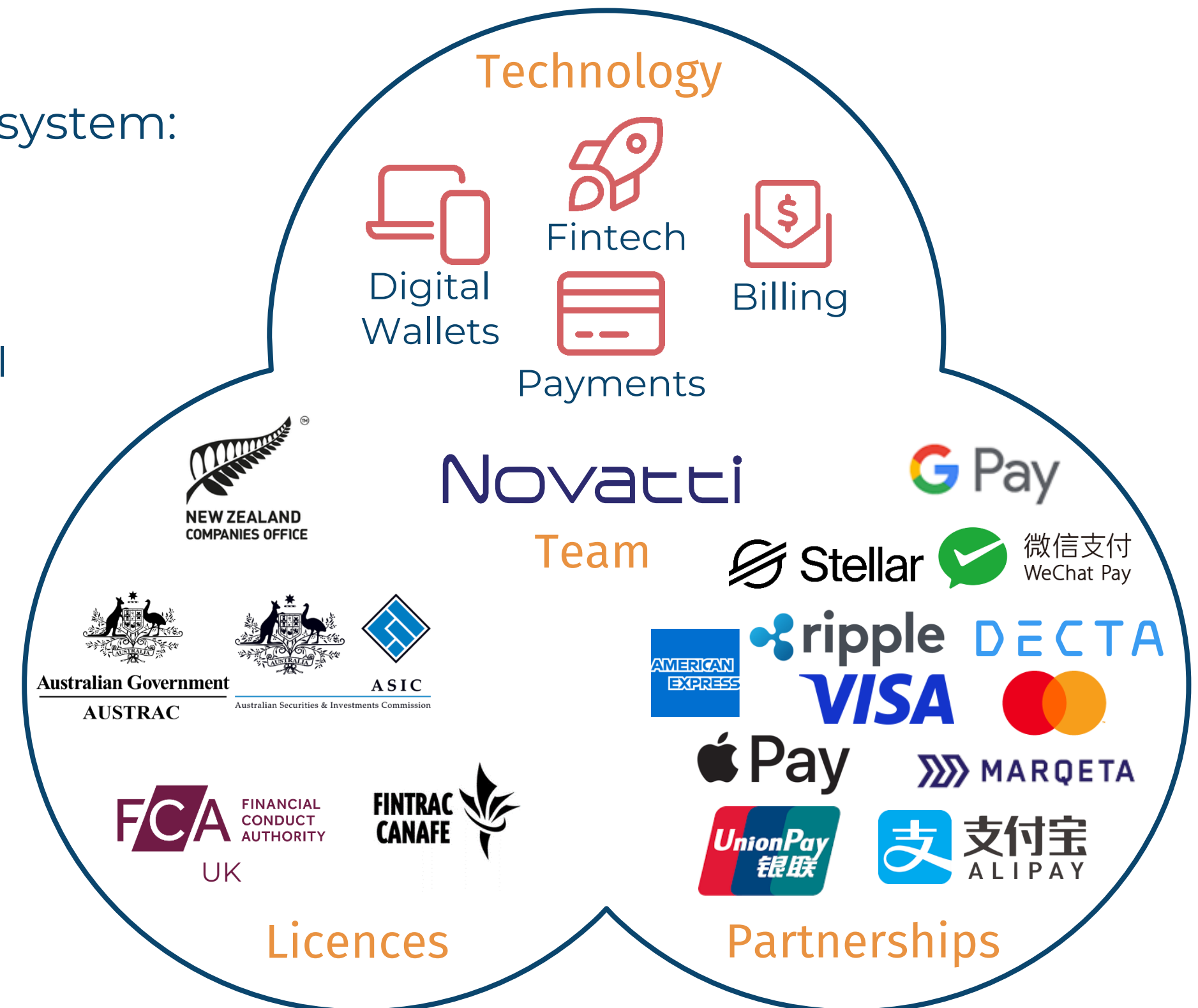


*Licence pending with APRA

Leveraging global ecosystem

Novatti

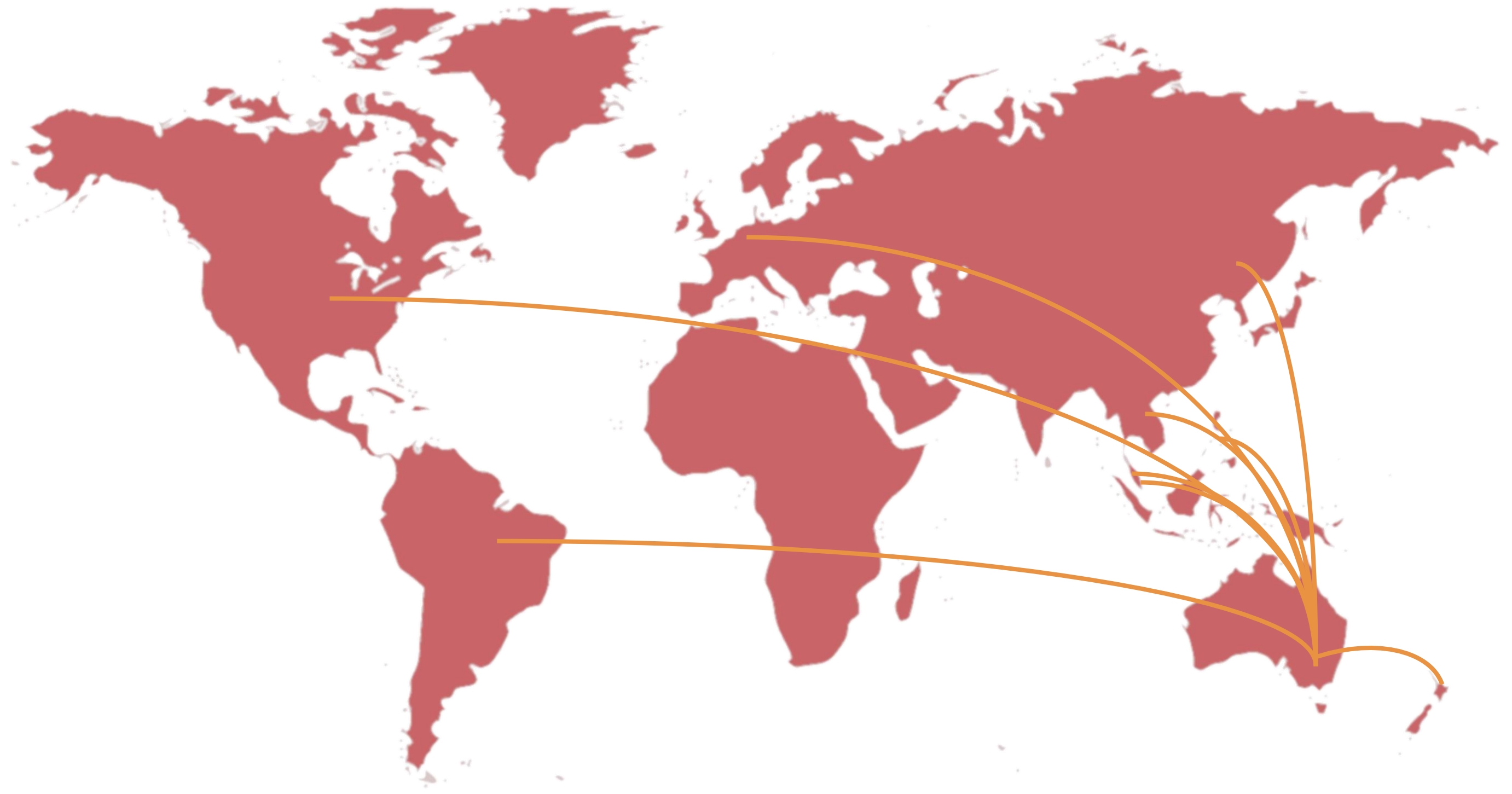
- We do this by leveraging global B2B payments ecosystem:
 - Technology – digital and mobile platforms
 - Licences – opening jurisdictions and highlighting trust
 - Partnerships – providing scale without substantial capital
 - Team – leading in-house expertise
- Ecosystem now being monetised as fintechs and businesses utilise Novatti's capabilities
- Focused on accelerating expansion



Scaling globally

Novatti

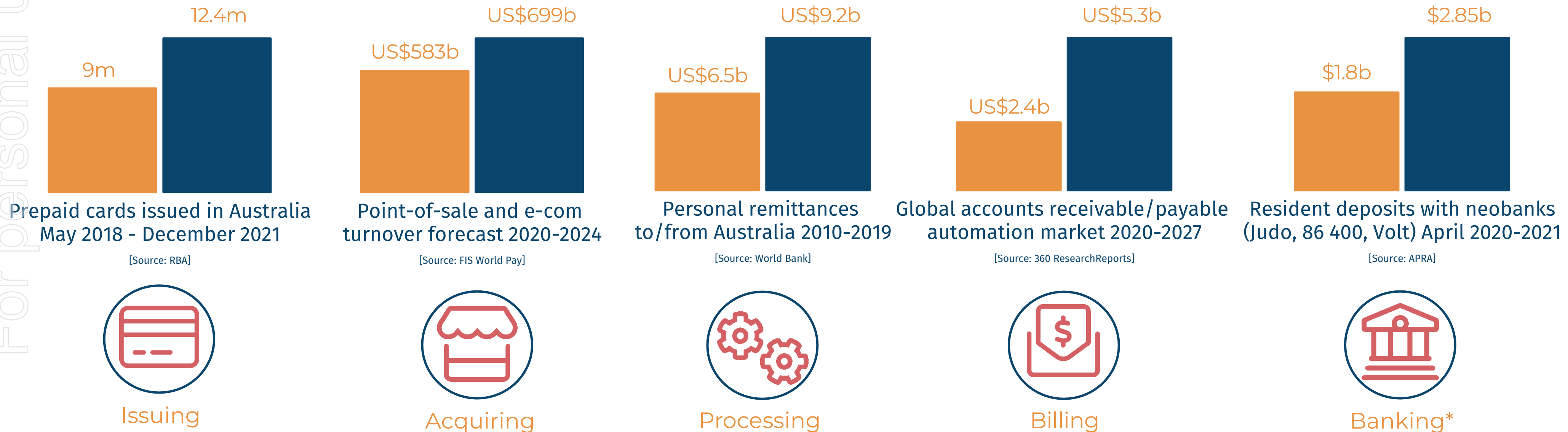
- Operating base now global:
 - Australia & New Zealand
 - Asia
 - North America
 - South America
 - Europe
- Focused on leveraging Novatti's ecosystem across this global base to achieve scale



Large and fast-growing markets

Novatti

Strong, digital-led growth across key markets in which Novatti operates:



Strategy is working (H1 results)

Targeted areas growing at over 100% YoY:

\$11.1m

H1 Sales Revenue
(Highest ever)

+51%

Growth in H1 sales revenue YoY

\$9.1m

H1 Payment Processing Revenue

+113%

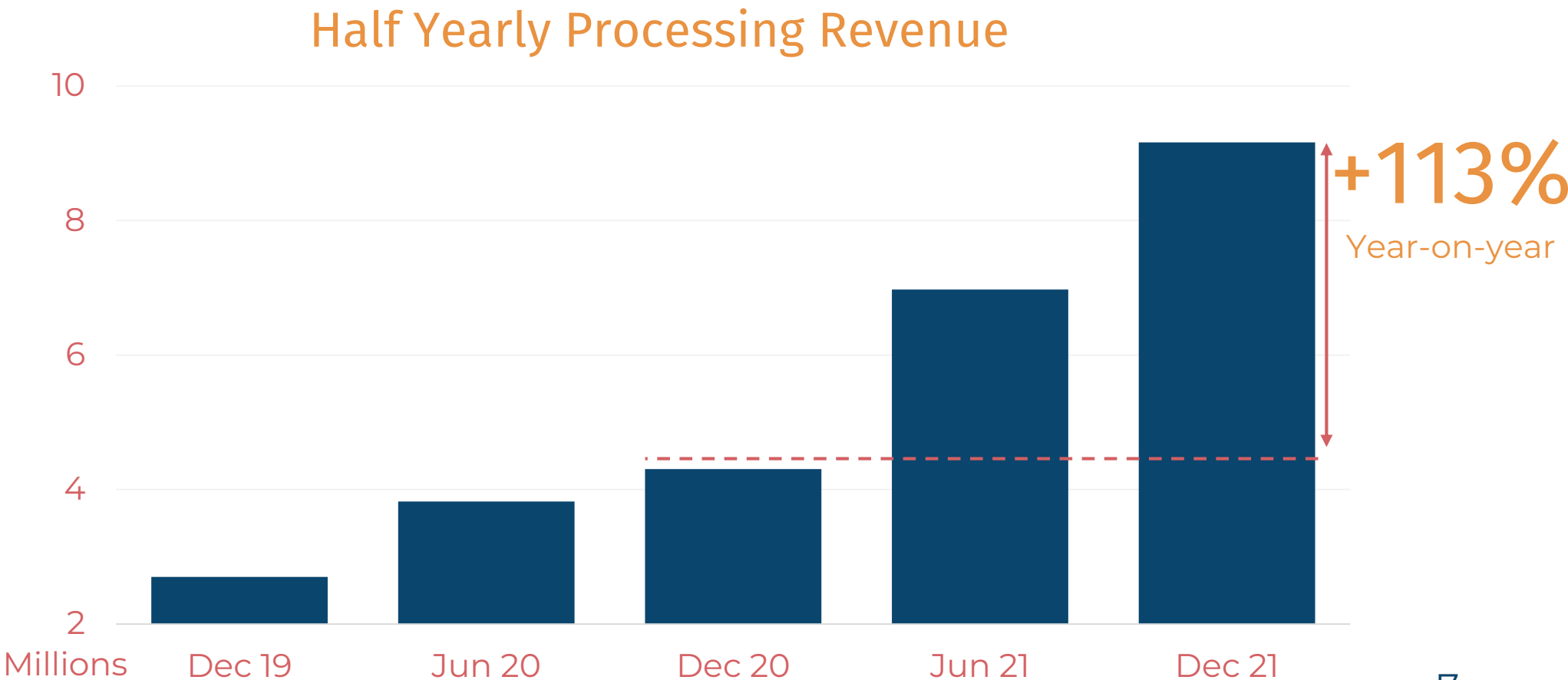
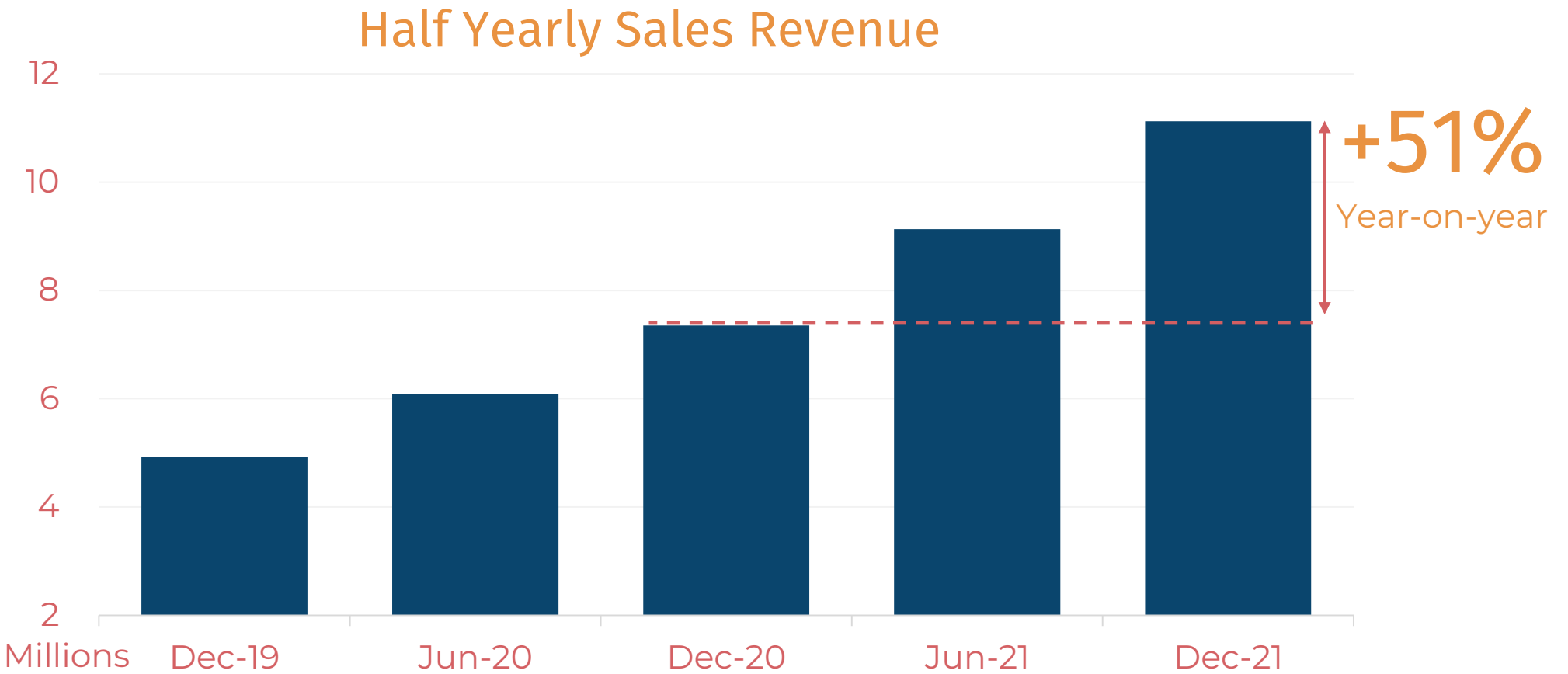
Growth in H1 payment processing revenue YoY

\$12.3m

H1 Total Revenue

\$12.9m

Cash balance at end of half



*All figures refer to H1-FY22 results

Innovation - ChinaPayments.com



Enables Chinese residents to pay Australian bills in Chinese currency

China Payments

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Use CNY to Pay **BPAY** Tuition Fees

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2

3

Bill Details

Scan QR

Success

Biller Code*

BPAY Biller Code

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Ref. Number*

BPAY Reference Number

ⓘ

Bill Amount*

Bill Amount (AUD)

ⓘ

CNY Amount

ⓘ

支付宝

微信支付

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NEW

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活动②在8月31日支付任意≥\$50澳币的账单抽取1名幸运用户，送出价值\$429澳币的Apple Watch SE一个!

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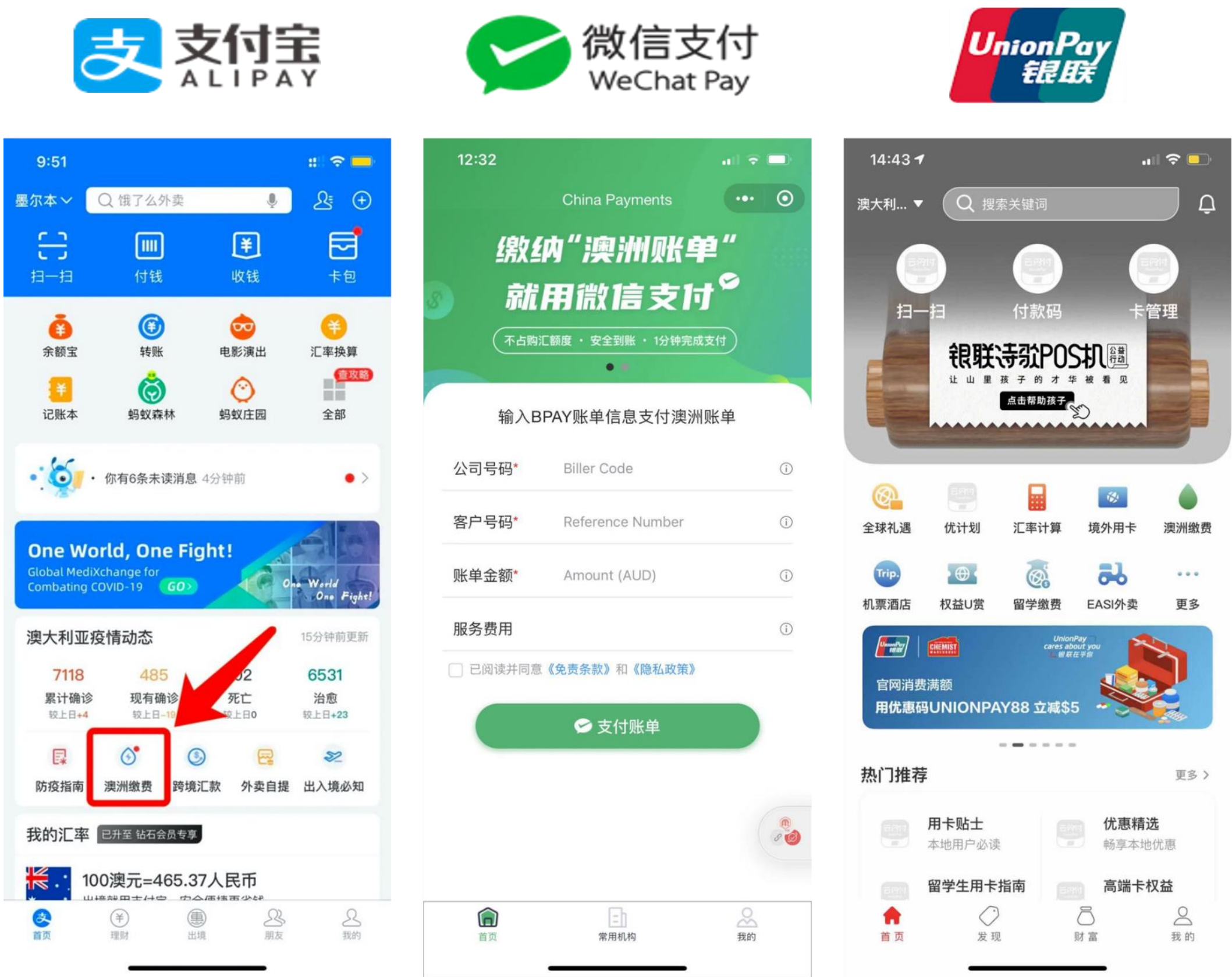
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Integrated with Alipay, WeChat Pay and UnionPay



Innovation getting recognised

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Focus on innovation and development is paying off as industry recognition grows:



6th Annual FinTECH Awards 2021

Winner Best Fintech Payments Provider
(including Remittance/FX)



Alipay Top Innovation Partner Australia 2021

Awarded for the second year in a row



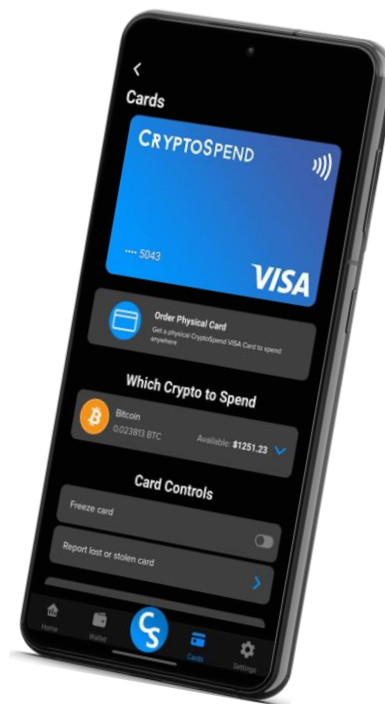
Blockchain Australia The 'Blockies' 2021

Finalist – Solutions Provider of the Year

Embracing growth in digital assets

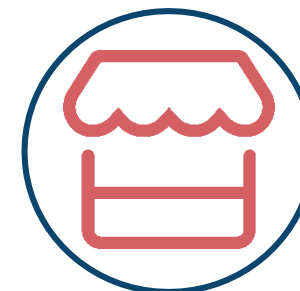
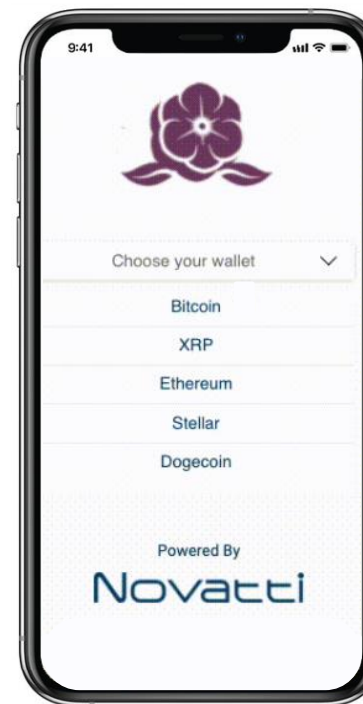
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Getting ahead of the growing demand for digital currencies and assets



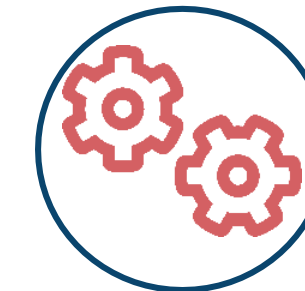
Issuing

Enabled Australia's first
Visa-powered crypto
payments card -
Cryptospend



Acquiring

Enabling businesses to
accept crypto
payments settled in
AUD



Processing

Advanced work on
digital currency and
stablecoin solutions

What to expect going forward

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- Many years of investment and development seeing results
- Global operating base can now be leveraged for scale
- Continue to grow topline revenue by delivering on growth strategy:



New and expanded markets

- Promote and leverage ecosystem globally
- Accelerate acquiring business
- Enable shift from fiat payment to crypto and digital



Pursue acquisitions

- Completed ATX acquisition
- Assessing other opportunities in pipeline
- Strategic & value based



Strategic Reckon investment

- Business relationship established
- Payment solution launched
- Look for further value-add opportunities